

#### Fresh Oranges:

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during June 1999. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, June 1999.

#### Market Share-June:

Each carrier's current market share is based on the number of containers shipped during June 1999. Source: PIERS, June 1999.

#### Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for September 15, 1999. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: September 15, 1999 Page 1 of 10

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 1\7

		Surcharges:													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate		
COSCO	100%	14%	13 Days	\$2,600 <sup>1</sup>	\$20 <sup>1</sup>								\$2,620		
Sea-Land	0%	43%	21 Days	\$2,600 <sup>1</sup>	\$20 <sup>1</sup>								\$2,620		
Mitsui OSK	0%	29%	21 Days	\$2,6001	\$20 <sup>1</sup>								\$2,620		
Hyundai	0%	14%	27 Days	\$2,600 <sup>1</sup>	\$20 <sup>1</sup>								\$2,620		

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 8\403

	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	100%	57%	23 Days	\$2,000 <sup>1</sup>									\$2,000
Hyundai	0%	70%	12 Days	\$2,000 <sup>1</sup>	\$20 <sup>1</sup>								\$2,020
APL	0%	10%	13 Days	\$2,0001									\$2,000
Evergreen	0%	4%											

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Hong Kong

### Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 201\1,161

Month Tear. 20111,101	Market Share				Surcharges:								
Carrier		Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	28%	12%	14 Days	\$2,210 <sup>1</sup>	\$20 <sup>1</sup>								\$2,230
Yang Ming	13%	10%	16 Days										
OOCL	12%	12%	15 Days	\$2,2101	\$20 <sup>1</sup>								\$2,230
Maersk	9%	6%	14 Days	\$2,210 <sup>1</sup>	\$20 <sup>1</sup>								\$2,230
Evergreen	9%	2%	16 Days	\$1.97									\$1,872
APL	7%	24%	14 Days	\$2,2101	\$20 <sup>1</sup>								\$2,230
Sea-Land	6%	5%	14 Days	\$2,210 <sup>1</sup>	\$20 <sup>1</sup>								\$2,230
Hanjin	3%	4%	15 Days	\$2,2101	\$20 <sup>1</sup>								\$2,230
COSCO	2%	13%	16 Days										
K Line	2%	1%	16 Days	\$2,2101	\$20 <sup>1</sup>								\$2,230
Mitsui OSK	1%	3%	14 Days	\$2,210 <sup>1</sup>	\$20 <sup>1</sup>								\$2,230
P&O Nedlloyd	0%	5%	15 Days	\$2,210 <sup>1</sup>	\$20 <sup>1</sup>								\$2,230

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 2\2

Month Year: 2\2	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Hyundai	51%	51%	25 Days	\$2,7001	\$20 <sup>1</sup>							\$2,720
NYK Line	49%	49%	26 Days	\$2,700 <sup>1</sup>	\$20 <sup>1</sup>							\$2,720

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 59\437

Month Tear. 004-07								Surcharg	ges:			] Size	ContainerRate
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	ARB	Cotton R.		
OOCL	29%	38%	13 Days	\$2,3801	\$20 <sup>1</sup>		4%						\$2,495
Hyundai	27%	8%	17 Days	\$2,380 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$2,495
Hanjin	8%	8%	14 Days	\$2,3801	\$20 <sup>1</sup>		4%						\$2,493
Mitsui OSK	7%	3%	12 Days	\$2,380 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$2,495
P&O Nedlloyd	7%	2%	14 Days	\$2,6001	\$20 <sup>1</sup>								\$2,620
Hapag-Lloyd	7%	1%	14 Days	\$2.83			4%						\$2,823
APL	3%	12%	12 Days	\$2,380 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$2,495
Sea-Land	3%	5%	13 Days										
NYK Line	3%	4%	14 Days	\$2,380 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$2,495
Evergreen	3%	1%	18 Days	\$2,3801	\$20 <sup>1</sup>		4%						\$2,495
Yang Ming	2%	3%	14 Days										
Cho Yang	0%	13%	12 Days	\$3,6001									\$3,600

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 5\13

Month/Tear. Otto	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	59%	21%		\$2,600 <sup>1</sup>	\$20 <sup>1</sup>								\$2,620
Hyundai	21%	7%	20 Days	\$3.52	\$1			\$34					\$3,904
OOCL	21%	7%	17 Days	\$2,6001	\$20 <sup>1</sup>								\$2,620
Maersk	0%	30%	21 Days	\$2,600 <sup>1</sup>	\$20 <sup>1</sup>								\$2,620
Hapag-Lloyd	0%	19%	20 Days	\$4.06				\$34					\$4,435
P&O Nedlloyd	0%	7%	19 Days	\$2,6001	\$20 <sup>1</sup>								\$2,620
APL	0%	7%	15 Days	\$2,600 <sup>1</sup>	\$20 <sup>1</sup>								\$2,620

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

0%

0%

3%

3%

Fresh Oranges

\$2,620

\$2,926

Monthly Market Share For: June 1999

24 Days

18 Days

Month\Year: 90\502 Surcharges: Market Market **Transit** Share CY CFS Rec ARB Cotton R. Carrier Share **Time** Ocean Rate **BAF** CY**CAF THC** Size **ContainerRate** \$2,6001 \$20<sup>1</sup> \$2,620 28 Days Hyundai 30% 22% P&O Nedlloyd 24 Days \$2,6001 \$20<sup>1</sup> \$2,620 19% 13% APL 22 Days \$2,6001 \$20<sup>1</sup> \$2,620 17% 22% Mitsui OSK 5% \$2,6001 \$20<sup>1</sup> \$2,620 15% 23 Days OOCL 27 Days \$2,600 \$20<sup>1</sup> \$2,620 11% 11% 6% 20 Days \$2,6001 \$20<sup>1</sup> \$2,620 Sea-Land 13% \$2,6001 Maersk 2% 4% 20 Days \$20<sup>1</sup> \$2,620 Hapag-Lloyd \$3.08 \$34 \$3,504 1% 3%

\$20<sup>1</sup>

\$2,6001

\$3.08

Hanjin

Cho Yang

Issue Date: September 15, 1999

Page 8 of 10

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 117\390

Month Tear. 117 530	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	22%	12%	21 Days	\$2,4001	\$20 <sup>1</sup>		8%						\$2,612
P&O Nedlloyd	17%	21%	21 Days	\$2,400 <sup>1</sup>	\$20 <sup>1</sup>		8%						\$2,612
OOCL	15%	7%	21 Days	\$2,4001	\$20 <sup>1</sup>		8%						\$2,612
APL	11%	18%	21 Days	\$2,400 <sup>1</sup>	\$20 <sup>1</sup>		8%						\$2,612
Maersk	9%	8%	17 Days	\$2,4001	\$20 <sup>1</sup>		8%						\$2,612
NYK Line	5%	6%	21 Days	\$2,4001	\$20 <sup>1</sup>		8%						\$2,612
Sea-Land	4%	9%	19 Days	\$2,400 <sup>1</sup>	\$20 <sup>1</sup>		8%						\$2,612
Hanjin	3%	3%	21 Days	\$2,4001	\$20 <sup>1</sup>								\$2,420
Hapag-Lloyd	1%	6%	21 Days	\$3.08	\$1		4%	\$34					\$3,797
Cho Yang	0%	4%	18 Days	\$3.03	\$1			\$34					\$3,474

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Oranges

Monthly Market Share For: June 1999

Month\Year: 167\670

Month Tear. 107/070								Surcharg	ges:				
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	35%	30%	11 Days	\$2,240 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$3,156
Sea-Land	12%	4%	10 Days	\$2,240 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$3,156
Cho Yang	11%	11%	9 Days	\$2,2401									\$2,240
Yang Ming	8%	17%	10 Days										
Maersk	7%	7%	10 Days	\$2,2401	\$20 <sup>1</sup>		40%						\$3,156
Evergreen	6%	10%	10 Days	\$2,2401	\$20 <sup>1</sup>		40%						\$3,156
Hyundai	5%	2%	11 Days	\$2,240 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$3,156
Mitsui OSK	4%	3%	11 Days	\$2,2401	\$20 <sup>1</sup>		40%						\$3,156
K Line	4%	2%	10 Days	\$2,240 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$3,156
APL	2%	5%	11 Days	\$2,2401	\$20 <sup>1</sup>		40%						\$3,156
P&O Nedlloyd	2%	2%	11 Days	\$2,240 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$3,156
OOCL	2%	2%	11 Days	\$2,2401	\$20 <sup>1</sup>		40%						\$3,156
COSCO	1%	1%	10 Days	\$125.00 <sup>16</sup>								24 KT	\$3,000
Hapag-Lloyd	1%	0%	11 Days	\$1.80			40%	\$34				1008 pkgs	. \$3,207
NYK Line	0%	3%	10 Days	\$2,240 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$3,156

<sup>1</sup> Rate is per container

<sup>16</sup> Rate is calculated per KT not by container.